



INTEGRA

Duration: 01.09.2022–01.09.2024
KA220-YOU-Cooperation partnerships in youth

Country Report

Italy



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Best practices

BEST PRACTICE N. 1

Best Practice title: FUTURAE – programma imprese migranti

Project partner:

Ministero del Lavoro e delle Politiche Sociali
 Unioncamere
 Camera di Commercio di Verona
 Camera di Commercio di Venezia Rovigo
 t2i – trasferimento tecnologico e innovazione scarl

Topic	Entrepreneurial support for first- and second-generation migrants
Best practice Title	FUTURAE – programma imprese migranti
Keywords	<i>Immigration; entrepreneurship; Italy; start-up.</i>
Best practice	
<p>Futurae, the Migrant Enterprises Programme, was born from the collaboration between the Ministry of Labor and Social Policies and UNIONCAMERE "to support the development and consolidation of migrant entrepreneurship, in order to promote inclusive growth also in terms of opportunities for creating new jobs for foreign or Italian citizens".</p> <p>On 21 December 2018 the two administrations signed a program agreement (pursuant to art.15 of Law 241/1990), on 16 May 2019 the Directorate General for Immigration and Integration Policies approved the executive plan presented by UNIONCAMERE for the realization of the project. On 29 July 2020, with a joint press release, the Ministry of Labor and Social Policies and UNIONCAMERE announced the launch of Futurae. A Control Room made up of representatives of the two administrations has the task of defining the policies and coordinating and monitoring the activities, intervening on any critical issues. It makes use of the support of an interinstitutional table extended to the main subjects involved in the process of socio-economic and financial inclusion of migrants.</p> <p>The financial resources committed to the implementation of the project amount to a total of 3,220,820.00 euros (including VAT), from the National Fund for Migration Policies Year 2018.</p>	

OBJECTIVES

The project activities are organized in two main lines, which respond to a dual objective of knowledge and promotion of migrant entrepreneurship.

The first line envisages the creation of an Observatory which carries out research on the socio-economic and financial inclusion of businesses managed by migrants, also as factors of territorial development and international dynamism. The Observatory will publish a report with the results of its activities and those conducted by the chamber network in the territories within the project. This will be accompanied by the creation of an "online system on immigrant entrepreneurship to support institutional decision-makers" with dashboard functions and the implementation of the "digital drawer of the entrepreneur" with documentation of specific interest to the immigrant entrepreneur.

The second line aims to encourage and accompany the birth of migrant businesses in the territories and is carried out by the Chambers of Commerce. It foresees actions of: information; orientation; training; personalized assistance; assistance in setting up a new business, also through support and access to credit; mentoring in the start-up phase; promotion and communication.

TARGET GROUP

The main recipients are people with a migrant background (migrants and second generations) motivated by an entrepreneurial and self-employment path. At least 2,000 of these will participate in information events, at least 1,200 in orientation, at least 800 in training and at least 400 will be accompanied in the development of the business plan, up to the creation of at least 60 new companies with migrant or mixed ownership. Chambers of Commerce active in 18 provinces have so far joined: Biella-Vercelli, Turin, Como-Lecco, Milan, Monza and Brianza, Pavia, Padua, Venice-Rovigo, Verona, Modena, Reggio Emilia, Rome, Caserta, Bari and Cosenza.

MAIN ACTIVITIES DEVELOPED

Free information, training, business plan support, assistance in setting up a business and mentoring for immigrants (non-EU) who intend to start a new business in Italy. In particular, the following services are available:

Orientation meeting: lasting 4 hours. You will receive information on the steps necessary to start a business and you will deepen the meaning of being an entrepreneur through a guided reflection on one's motivations and skills with respect to the entrepreneurial project.

Training: 56-hour course, to develop the business idea and draw up the business project. Expert trainers will help you, in the classroom and through a laboratory, to develop your business plan and will provide you with the tools you need to carry out market research, create a marketing plan, promote your business and draw up an economic-financial plan. The next training course is scheduled for the second half of June 2021

Personalized assistance to the Business Plan: 24-hour individual meetings. Experts will support you to evaluate the sustainability of your project and the economic-financial feasibility.

Assistance in setting up the new company: 6-hour individual meetings. In the start-up phase of your business, experts will accompany you in the company establishment phase (bureaucratic procedures, process for setting up the company, opening times, etc.).

Mentoring in the business start-up phase: for the first 6 months after the establishment of the company. You will be assisted by experts (mentors) in the management of the business plan, in market penetration, in economic-financial management and in the presentation of applications to access any requests for funding.

AGENTS INVOLVED

Ministero del Lavoro e delle Politiche Sociali - The Ministry of Labour and Social Policies is a department of the government of the Republic of Italy responsible for policies of labour, employment, labour protection, the adequacy of social security system, and social policy, with particular reference to the prevention and reduction of conditions of need and distress among the people.

Unioncamere - The Italian Union of Chambers of Commerce, Industry, Crafts and Agriculture is the public body that unites and institutionally represents the Italian chamber system.

Camera di Commercio di Verona and Camera di Commercio di Venezia Rovigo - The public relations office is a service designed as a communication system between the institution and the territory, the most suitable means of promoting dialogue between the administration and businesses

t2i – trasferimento tecnologico e innovazione scarl - is a consortium company that supports companies to make innovation a continuous process through the accompaniment in the birth of an innovative company, support in research projects and intellectual property protection, the definition of skills

<p>Reference Link (if any)</p>	<p>Project description: https://www.unioncamere.gov.it/promozione-e-assistenza-alle-imprese/imprenditoria-di-migranti-progetto-futurac Infographic: https://www.cs.camcom.gov.it/sites/default/files/uploaded/Promozione/Futurac/Iter_progetto_Futurac.pdf Facebook page: https://www.facebook.com/progettofuturac/</p>
<p>Provided By</p>	<p>- <i>Name of the Institution/Partner that implemented the practice:</i> Ministero del Lavoro e delle Politiche Sociali Unioncamere Camera di Commercio di Verona Camera di Commercio di Venezia Rovigo t2i – trasferimento tecnologico e innovazione scarl</p> <p>- <i>Contact of the Institution/Partner (name, email, telephone):</i> Unioncamere – unioncamere@cert.legalmail.it t2i – sni@t2i.it</p> <p>- <i>Name of the Strategy/Programme:</i> Project promoted by the Ministry of Labor and Social Policies</p>
<p>Language</p>	<p>Italian</p>

BEST PRACTICE N. 2

Best Practice title: Produzioni dal Basso

Project partner: FolkFunding Srl

Topic	Crowdfunding platform
Best practice Title	Produzioni dal Basso
Keywords	<i>Crowdfunding, social development, start-up; entrepreneurship</i>
Best practice	
<p>Produzioni dal Basso is one of the first platforms born in Europe, it is a historical platform and it is one of the largest Italian online self-production communities. It does not deal with finding financiers for a project, but offers a tool for "ideas to find funding on the net and among people". It is a platform «open to all and anyone can upload their own project or idea on our site», in the social, cultural, personal, product or service fields. Produzioni dal Basso is a reward and donation crowdfunding platform, i.e. based on free donations (without reward) or with, therefore the projects indicated for this platform are only those that fall into these two types of categories».</p> <p>Produzioni dal Basso offers its designers 3 different crowdfunding methods:</p> <p><i>All or nothing:</i> in which the budget, the deadline and any rewards are defined. Only raise funds if you meet or exceed your budget. It is a method indicated for those projects for which it is essential to achieve the set economic objective.</p> <p><i>Donation:</i> you define a deadline and collect the funds, no budget to reach and no rewards. It is a mode that is well suited to social projects or personal fundraising.</p> <p><i>Collect everything:</i> you define the budget, the deadline and any rewards. Collect funds even if you don't reach the budget with all the methods you prefer: PayPal, Bank Transfer, Cards. It is a mode that is well suited to all types of campaigns that provide for the attribution of a reward.</p> <p>OBJECTIVES & TARGET GROUP</p> <p>The Produzioni dal Basso platform was founded in 2004 with the aim of offering everyone, primarily artists, the opportunity to present their project to the public seeking funding for its realization. A platform for everyone, this is the main feature of PDB, which from the beginning decided to focus on a "no filters" policy, in this way everyone had the possibility to organize their own fundraising campaign, regardless of the number of followers on social networks (still not widespread at the time), the quality of the presentation video or the</p>	

chances of success of the project. The success or notoriety of the project does not always necessarily guarantee the success of the collection.

The projects mainly developed are in the musical, cultural and cinematographic fields, however PDB considers itself a generalist crowdfunding platform as the "no filters" policy also includes the possibility of promoting any kind of project.

MAIN ACTIVITIES DEVELOPED

PDB offers everyone the opportunity to develop a crowdfunding campaign, although this involves numerous risks of failure. Designing a crowdfunding campaign means presenting your project, your innovative idea or your Startup to the public, it is a step of fundamental importance since it is the first impression that counts and which aims to convince the user to finance us.

AGENTS INVOLVED

FolkFunding – It is a Benefit Company born in 2013 from the experience gained in the field of Crowdfunding, thanks to the conception, development and management of the first Italian platform Produzioni dal Basso.

Reference Link (if any)	Official website - https://www.produzionidalbasso.com/
Provided By	<p>- <i>Name of the Institution/Partner that implemented the practice:</i> FolkFunding Srl</p> <p>- <i>Contact of the Institution/Partner (name, email, telephone):</i> info@produzionidalbasso.com</p> <p>- <i>Name of the Strategy/Programme:</i> (Private initiative)</p>
Language	Italian

BEST PRACTICE N. 3

Best Practice title: Progetto F.A.S.I. Ente Nazionale per il Microcredito

Project partner: National Microcredit Body

Topic	Support to migrants for entrepreneurial career
Best practice Title	F.A.S.I. project
Keywords	<i>Entrepreneurship; migrants; start-up; business; training</i>
Best practice	
<p>F.A.S.I. is a national project that envisages the creation of training courses aimed at migrants regularly present in the territory of less developed regions, with the aim of encouraging the development of self-entrepreneurship and business start-up paths and the achievement of full occupational autonomy.</p> <p>OBJECTIVES</p> <p>Main objectives of the project:</p> <ul style="list-style-type: none"> Reducing unemployment and crime related to it Social, economic and financial integration New impact finance solutions Reduction of welfare costs Increase in the level of civic education, financial, economic and entrepreneurial Reduction of wear risks Activation of job creation processes Activation and construction of territorial networks multi-stakeholder <p>TARGET GROUP</p> <p>Immigrants regularly present on the national territory, with particular reference to holders of international protection, in the following regions: Basilicata, Campania, Calabria, Puglia and Sicily. In particular, legal migrants in possession of a valid residence permit for international protection (asylum or subsidiary protection) or a residence permit for work reasons (self-employed, subordinate, seasonal) can apply for participation in the training course.</p> <p><u>Other involved stakeholders:</u></p> <ul style="list-style-type: none"> - The Implementing Subjects (in all the target Provinces) for the profiling and delivery of the training course. 	

- The Center for Studies and Monitoring of Migrations (Ce.S.M.Mi.) for stakeholder mapping, target analysis, context and market analysis, the engineering of innovative financial products.
- The FASI Network for information and technical support on territories.
- Mentors for the delivery of the package support for self-entrepreneurship.
- The Banks that have an agreement for the disbursement of the microcredit.
- The Innovation Workshop for the incubation of proprietary companies with high innovative content immigrants.
- Secretarial, communication, monitoring, reporting and management

MAIN ACTIVITIES DEVELOPED

The F.A.S.I. project provides:

An 80-hour course to train and encourage the updating of civic, economic and entrepreneurial skills and notions;

A tutoring process aimed at developing a personalized Business Plan based on the immigrant's business idea;
The Innovation Workshop, a virtual space to encourage and accelerate the development of innovative business ideas.

AGENTS INVOLVED

Management Authority: *Ministry of the Interior - Department of Public Security*

Implementing body: *National Microcredit Body*

Reference Link (if any)	Project official website: https://www.fasi.microcredito.gov.it/
Provided By	<p>- <i>Name of the Institution/Partner that implemented the practice:</i> Management Authority: <i>Ministry of the Interior - Department of Public Security</i> Implementing body: <i>National Microcredit Body</i></p> <p>- <i>Contact of the Institution/Partner (name, email, telephone):</i> segreteriafasi@microcredito.gov.it</p> <p>- <i>Name of the Strategy/Programme:</i> PON Legality 2014-2020 – Axis 4 Action 4.1.1 Social and Labor Inclusion Pathways for Immigrants Regulars and Asylum Seekers and Holders of International Protection</p>
Language	Italian

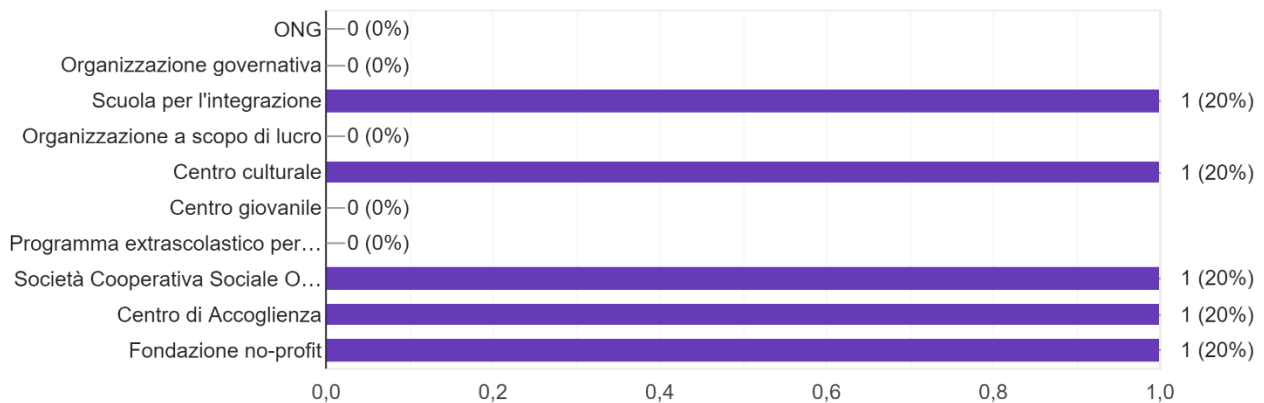
Survey

Quality Culture distributed the survey for needs and context analysis to five workers in the field of immigration, social inclusion and reception centers for foreigners.

Respondents profile - *What entity do you work for?*

Per che tipo di organizzazione lavori?

5 risposte

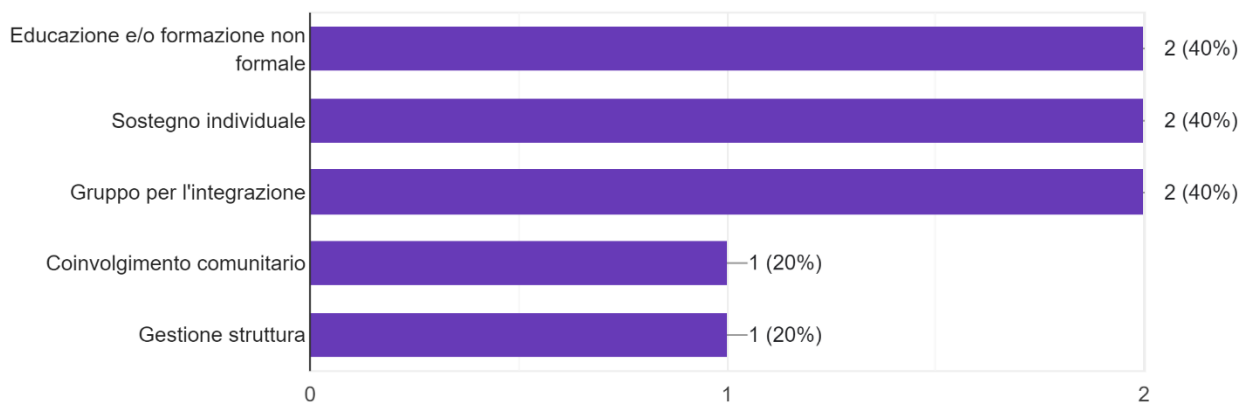


The reached respondents work in five different specific fields, in particular: 1 school for integration, 1 cultural center, 1 social cooperative, 1 reception center, 1 no-profit foundation.

Background and activities - *What kind of training are you engaged in?*

In che tipo di formazione sei coinvolto/a?

5 risposte

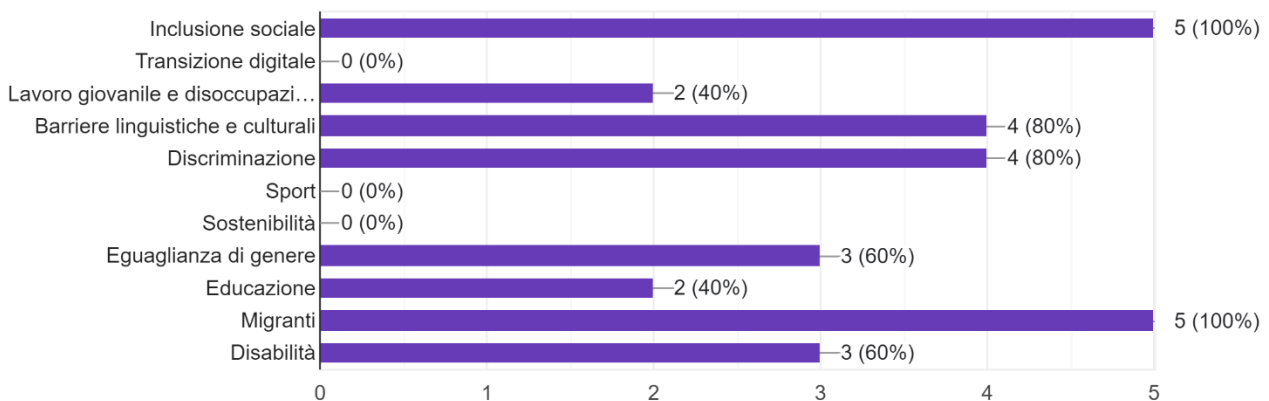


Respondents indicated five different kinds of training activities. 40% of them indicated: education and/or non-formal training; individual support; groups for integration. 20% of them indicated community engagement and other (management of training).

Topics - *What topics do you find yourself most often working with?*

Quali sono gli argomenti che ti trovi ad affrontare più frequentemente?

5 risposte



The respondents reached by the questionnaire showed a full alignment with the project topics of interest: 100% of them deal with social inclusion and integration in the context of their training activities; 80% of them deal with linguistic and cultural barriers and discrimination; 60% of them deal with gender gap and disability; 40% of them deal with youth work, unemployment and education. None of the respondents indicated as topic related to their activities sport, digital transition and sustainability.

Positive aspects - *What do you like about your work, and what do you think works particularly well in the training programs in which you are involved?*

Respondents indicated the following positive aspects of their work:

Transfer skills to be competitive in the labor market to a target of people who are often poorly educated. Ability to be able to give foreign children the opportunity to learn the Italian language well and therefore to be able to socialize with the world around them.

Italian courses and vocational courses allow a large group of foreign immigrants to enter society and, in the best of cases, into the working world.

By learning the language, students are confronted with the values of civil coexistence, immersed in a multicultural context that is positive for the subject's social integration.

Human contact, the construction of humanitarian networks, the construction of reference points for disadvantaged people.

Negative aspects - *On the other hand, what difficulties do you face in the practice of your work? Please elaborate concerning the target group, the context and any other significant aspect.*

Respondents indicated the following negative aspects of their work:

Cross-cultural differences and difficulties in fully understanding the different social organization of European society.

Little time to better illustrate the Italian language to kids who have a strong need for it and have strong learning difficulties due to the difference between the Italian language and the language of origin.

Linguistic and cultural barrier and difficulties related to the problematic background of the target group.

The main difficulty is the involvement of subjects who have limited access to communication channels and are not included in reception networks.

Difficulty of economic and administrative support.

Solutions - *How do you think these difficulties can be solved?*

Respondents indicated as main solutions actions related to training and structural management. In particular, the following answers have been submitted:

With training and with the support of cultural mediation.

Taking longer courses and differentiating users by nationality because they speak different languages and therefore this makes it even more difficult to carry out the training course.

Practical activities, accompaniment in social integration, building a sense of belonging, collaboration with local realities.

Better coordination between reception structures and services for migrant subjects.

Greater dialogue with the institutions.

Opportunities - *Are you aware of any currently available grants or crowdfunding that provide support for migrant education? If so, do you find them easy to access?*

Respondents showed a limited knowledge of existing opportunities related to crowdfunding and migrant education. In particular, only 2 workers indicated relevant initiatives:

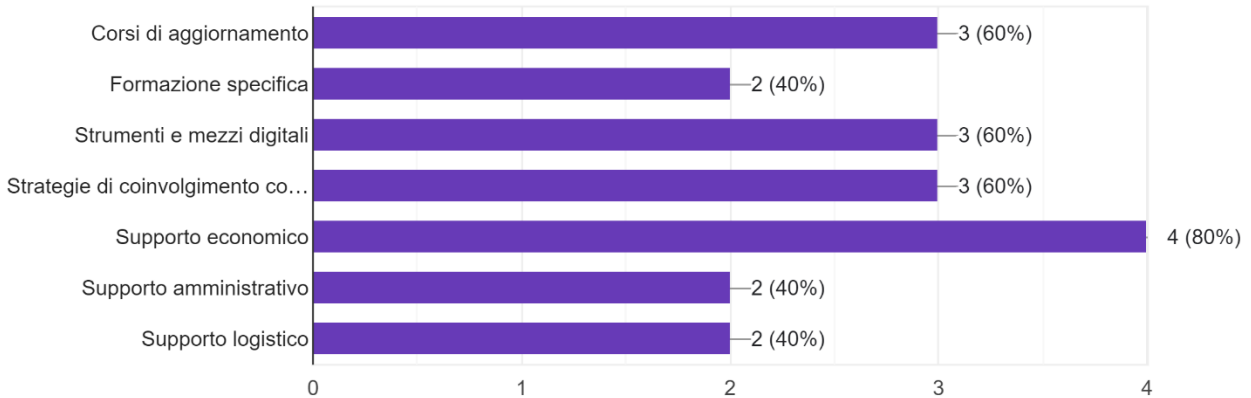
Yes, mainly international NGO platforms that offer on-distance training possibilities.

There are some initiatives related to Produzioni dal Basso dedicated to issues relating to migrants. Some are dedicated to social inclusion and empowerment..

Support for trainers and youth workers - *What would you need to better practice your work as a trainer?*

Quali delle seguenti opzioni sarebbero utili a sostenere la formazione che operi?

5 risposte

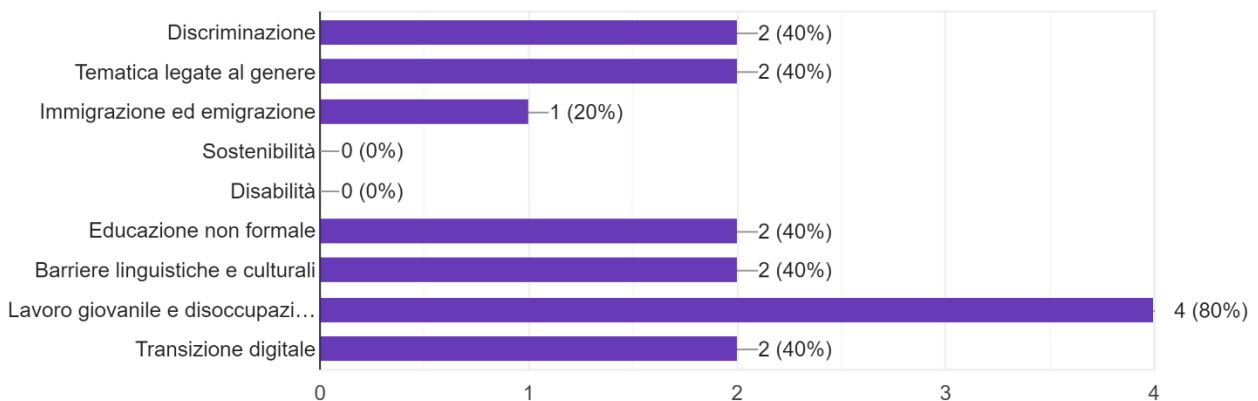


The most indicated kind of support was the economic support (80%), followed by refresher training course, digital devices and tools, and community engagement strategies (60%). 40% of respondents indicated specific training, administrative support and logistic support as possible solutions.

Empowerment of trainers - *Which of the following skills would you like to receive training in?*

Quali di questi argomenti vengono trattati poco nel tuo lavoro e sarebbe bene approfondire?

5 risposte



The skills most of respondents would like to deepen regards youth work and unemployment (80%). Other popular topics, receiving 40% of answers, are discrimination, gender-related issues, non-formal education, linguistic and cultural barriers and digital transition. Less popular topics were sustainability and disability. Immigration and emigration was only selected by 20% of respondents, which is probably linked to the already existing expertise of respondents in the field of immigration.

Desk research

Foreigners and entrepreneurship: situation in Italy

By companies of foreigners we mean the set of companies in which the participation of people not born in Italy is more than 50% overall, mediating the composition of shareholdings and positions assigned. The registration is the birth certificate of a company, with which it is registered in the official register of companies. The cessation instead corresponds to the end of its activity. The data is updated as of December 31, 2020.¹

The number of companies run by foreigners can be a useful parameter for measuring the labor integration of immigrants in Italy and their participation in the production system.

According to a recent report drawn up by Unioncamere and the Ministry of Labour, non-Italian companies are a structurally significant reality in our country. They are characterized by a certain liveliness, often even higher than that of native companies. They have also shown flexibility during the pandemic, suffering the effects like the Italian ones but subsequently registering a new impetus.²

In mid-2021, foreign-run companies in Italy appeared to be a strongly consolidated element in the Italian entrepreneurial fabric. We are talking about more than 600,000 companies scattered throughout the territory.

According to the report "The map of immigrant entrepreneurship in Italy" produced by Censis and the University of Roma Tre in 2018, the particular vitality of migrant entrepreneurship is linked to the phenomenon whereby the most open and dynamic subjects would migrate above all, on average more prone to risk and with a greater ability to adapt.

Numbers and profiles

761 thousand entrepreneurs. In 2022, there were 761,255 entrepreneurs born abroad, equal to 10.1% of the total. In the last twelve years (2010-2022), the difference between those born in Italy (-10.2%) and those born abroad (+39.7%) is evident. Also in the last year the number of immigrants increased (+1.1%), while that of those born in Italy suffered a slight decrease (-0.8%).³

China and Romania in the lead. The top two countries in terms of number of entrepreneurs are China (77,541) and Romania (75,801), which together represent a fifth of immigrant entrepreneurs in Italy. In the last year, the communities with the most significant increases were Albania (+7.4%), Egypt (+3.9%) and Pakistan (+3.5%). Bangladesh, on the other hand, was stable, which in the last twelve years had seen a doubling of its entrepreneurs (+136.8%). The "entrepreneurship rate" for each community (ratio between entrepreneurs and population aged 15-64) sees Macedonia in the lead

¹ Openpolis data elaboration, 2022 - <https://www.openpolis.it/numeri/le-imprese-di-extra-comunitari-in-italia/>

² Frigeri, D., *CeSPI e Deloitte Consulting*, "Osservatorio sull'inclusione Socio – Economica e Finanziaria delle Imprese Gestite da Migranti", *Rapporto 2021*.

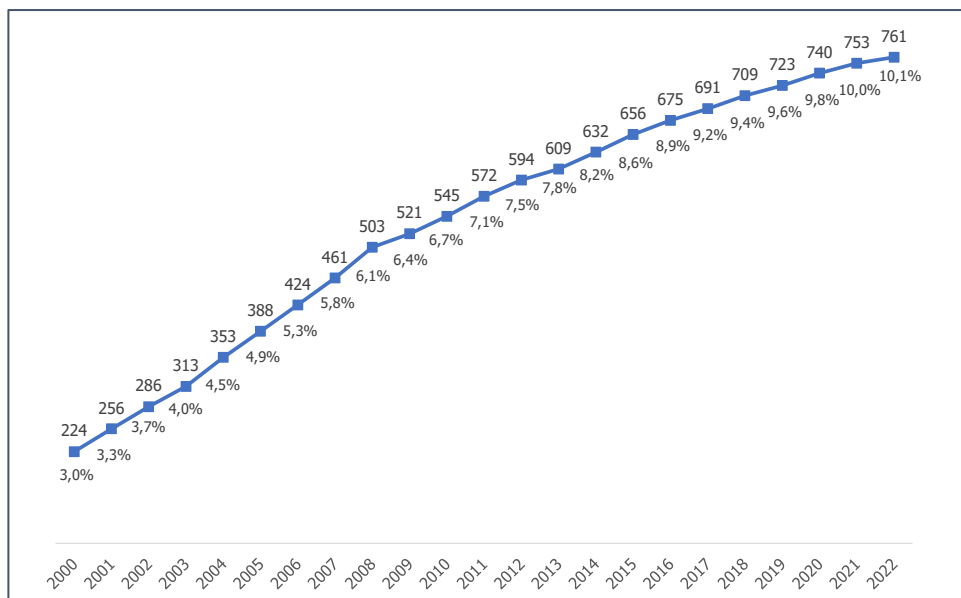
³ Fondazione Leone Moressa, analysis 2022 - <https://integrazioneimmigranti.gov.it/>

(51.3%), followed by Russia (34.8%) and China (31.6%), while they are strongly below the average Albania (12.9%), Romania (8.8%) and India (7.0%).

One third in trade. The sector with the most foreign-born entrepreneurs is Commerce, with 235,000 entrepreneurs (31.0% of the total). Services and Construction follow, respectively with 24.2% and 22.4% of the total. As regards the incidence of those born abroad by sector, the highest values are recorded in Construction (17.0%), Commerce (13.5%) and Catering (12.7%).

In the last twelve years (2010-2022), all sectors have recorded an increase in immigrant entrepreneurs and a decrease in Italians. The greatest increase in immigrants was recorded in Services (+66.5%), while the most intense decline among Italians was that of manufacturing (-23.1%).⁴

Immigrant entrepreneurs in Italy, time series 2000-2022
Absolute values (data in thousands) and % incidence on total entrepreneurs



Elaboration Fondazione Leone Moressa on StockView-Infocamere data provided by CCIAA Venezia Rovigo

Entrepreneurs with a migrant background

Over the past 10 years, Italy has had a 54% growth rate in the number of entrepreneurs with a migration background. A report by MEGA (Migrant Entrepreneurship Growth Agenda) indicates that 42% of the companies created in Italy in 2017 were founded by foreign entrepreneurs, most of them migrants or refugees. Furthermore, to date, one in 10 companies with migration histories behind them is managed by a migrant entrepreneur.

⁴ *Ibidem*

Opportunities and support

Programs - The main reference program is the FAMI, which provides funded projects that translate in counselling, training and guidance services at the local level. Then there are programs and initiatives at the local level offered by public or private donors, developed by NGOs or others subjects.⁵

General services and dedicated services - As noted in the latest document from the Cespi observatory, services are divided into type services generalist for businesses, in which migrants become users, and specifically dedicated services offered to them from various institutions. Among the latter there are also experiences of services offered by compatriots that respond to the needs of own community (for example Ital-Mex or trade union services for African workers). The other aspect is that the services respond to a temporariness (projects with a deadline), even if they are more often third sector entities that promote them, with due exceptions (craftsmen's association and chambers of commerce).
Main services:

Training and assistance for skills development - These are services linked to projects on the development of technical skills (business planning) and personal skills (empowerment), with the tendency to consider the path in an extended way (mentoring, access to credit, pitches with investors) that were not seen before. However, many related services still remain to tenders/projects, (3-hour spot courses for example) which often do not include an integrated path with mentoring on access to credit, for example, which remains a key component.

Awareness and information initiatives - In relation to awareness and awareness-raising initiatives on the subject, there are no campaigns communication and awareness raising in the original language (Arabic, Spanish, etc.). Basically not they find much acknowledgment because on the one hand Italian is a requirement for integration.

Access to information on business creation - The concept of network and business network through which to convey these has recently spread information. However, the presence of immigrants is a bit uncertain, they lack the authority to convene an event and, even in the case of regularity in the provision of the service, it is necessary to involve different channels (bodies in charge consulates, associations).

Access to credit and facilitated finance - These services are mostly present at a local level, such as initiatives such as finance services subsidized which then in the individual territories are configured in relation to the reality and the questions present.

Networking - From a networking point of view, a distinction needs to be made. The informal way of relating is often inherent in the Italian culture and therefore there is a basic level of relationship and networking. This it also happens in the relationships established by the immigrant associations towards the services offered by the instructions or bodies responsible for providing services in support of the immigrant company. However a second level of networking is that is, structured, of formal recourse to these services between operators and subjects, is only in recent times that is being explored.

⁵ Fondo Asilo Migrazione e Integrazione - <https://fami.dlci.interno.it/fami/>

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